

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

ANNOUNCEMENT

CALL FOR PARTNERSHIP CONCEPT PAPERS FOR THE PARTNERING TO ACCELERATE ENTREPRENEURSHIP (PACE) INITIATIVE

UNDER EXISTING ANNUAL PROGRAM STATEMENT APS No.: APS-OAA-14-000001

PLEASE NOTE: This is an addendum to an existing announcement. All interested organizations should carefully review both this addendum AND the full announcement, which can be found here: http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/globaldevelopment-alliance-annual-program. Important information contained in the full worldwide announcement is not repeated in this specific addendum.

This program is authorized in accordance with Part 1 of the Foreign Assistance act of 1961, as amended.

Through this Addendum to the 2014 Global Development Alliance (GDA) Annual Program Statement (APS), the Global Partnerships Division of the U.S. Global Development Lab is issuing a special call for the submission of concept papers focused on fostering entrepreneurship and catalyzing private investment into early stage enterprises operating in developing countries. This call for Concept Papers directly supports the U.S. Government's commitment to spark over \$1 billion in new investments in business and social entrepreneurship by 2018, as announced by Vice President Biden at the 2014 Global Entrepreneurship Summit.¹

USAID launched the *Partnering to Accelerate Entrepreneurship* (PACE)² initiative to identify and advance innovative approaches that enable early stage entrepreneurial enterprises to refine and improve their business models in a manner that achieves commercial viability, scale and sustainable growth, and to increase private investment into such enterprises. Under this addendum, and subject to the availability of funding, USAID anticipates making 3-6 awards ranging from \$500,000-\$2 million.

In order to source new ideas and a diverse set of partners in this effort, USAID is launching this call for concept papers. The Agency invites organizations to submit ideas for partnering and coinvesting with USAID on PACE. USAID is focused on building partnerships³ that address one or more of the following objectives:

¹ See http://iipdigital.usembassv.gov/st/english/texttrans/2014/11/20141120311103.html#axzz3JcgRwe2h

² For additional information and current PACE grantees please see http://www.usaid.gov/pace

³ Under this addendum, the term partnerships refers to Global Development Alliances as defined in the 2014-2015 GDA APS. This addendum uses the terms alliances, partnerships, and Global Development Alliances interchangeably.



- 1. Stimulate the development of sustainable and scalable models that support the successful incubation of early stage enterprises in developing countries. These approaches should substantially increase the ability of such enterprises to obtain the support services, expertise, and financial resources necessary to refine their business models, grow their enterprises, and attract private investment. USAID is particularly focused on coinvesting in incubation models which align incentive structures between incubators/accelerators, investors, and entrepreneurs, and enable each to achieve their objectives in a financially sustainable manner. USAID is also interested in testing new models that can be replicated in other sectors or geographies.
- 2. Catalyze private investment (debt or equity) into early-stage enterprises in the developing world. USAID is open to partnering with a wide range of traditional and nontraditional funders angel investors, impact investing funds, financial institutions, foundations, venture arms of NGOs, and others to test and evaluate models that use patient capital or grants to catalyze private investment.
- **3.** Foster the development of entrepreneurial ecosystems in specific sectors, industries, or geographies by addressing ecosystem gaps and/or "building" supportive elements of the ecosystem. USAID is open to collaborating with a wide range of partners in building ecosystems in which early stage entrepreneurial enterprises can thrive.

While any given partnership funded under this addendum may elect to advance only one or two of these objectives, USAID seeks to enhance its portfolio of PACE partnerships in a manner that ensures each of the above objectives is advanced. USAID anticipates selecting and supporting 3-6 alliance proposals that are requesting between approximately \$500,000 and \$2 million in USAID funding.

Unless otherwise stated herein, all terms and conditions of the 2014-2015 GDA APS apply.

I. Background

Scope and Definitions: For the purposes of PACE, USAID's focus is on *entrepreneurial enterprises* that are small in size, have been created with the intent to grow, and fit the Aspen Network for Development Entrepreneurs (ANDE) definition for Small and Growing Businesses⁴. Entrepreneurs include individuals working independently, small family businesses, or business owners employing up to 250 people, so long as the entrepreneurs "seek to generate value through the creation or expansion of economic activity by identifying and creating new products, processes or markets." ⁵

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⁴ Small and Growing Businesses (SGBs) are defined by ANDE as commercially viable businesses with five to 250 employees that have significant potential, and ambition, for growth. SGBs differ from the more traditional characterization of small and medium enterprises (SMEs) in two fundamental ways. First, SGBs are different from livelihood-sustaining small businesses, which start small and are designed to stay that way. Second, unlike many medium-sized companies, SGBs often lack access to the financial and knowledge resources required for growth.

⁻ See more at: http://www.aspeninstitute.org/policy-work/aspen-network-development-entrepreneurs/ande-home/small-growing-businesses-sgbs#sthash.3xJZBwsQ.dpuf

⁵ As defined by the OECD.



Entrepreneurial ecosystems refer to the set of policies, institutions, resources, and incentives that enable individual entrepreneurs to thrive. Elements of this ecosystem can include a positive business enabling environment; a skilled labor force; ready access to information and capital; business service providers; incubators and accelerators; and a diverse range of investors targeting various forms of investment in enterprises at various stages of maturity.

Incubation is broadly defined as a set of activities and services provided to early-stages enterprises to help them refine their business models and become "investment-ready". Incubation services often include advisory and business development services, infrastructure support, mentoring and peer networking. Incubation can also include or be combined with some form of financial support, often bringing together different forms of capital in support of enterprises, which helps to unlock private investment. This definition of incubation services can also include what are sometimes considered acceleration services.

Global Context and the Challenge of Early Stage Incubation: Entrepreneurial ventures are engines of economic growth. Not only do entrepreneurs drive innovation, but the potential of their ventures to create industries and open new markets can be the key to job creation. According to the Kauffman Foundation, new firms account for virtually all net job creation and almost 20% of gross job creation in the U.S.⁶ This pattern holds globally, with recent research on employment in 17 OECD countries and Brazil finding that young firms are consistently and uniquely job creators, even during financial crises.⁷ Fostering entrepreneurship can catalyze sustainable economic growth through market-based solutions that can operate without ongoing donor support. Furthermore, enterprises – including "social enterprises" – also offer market-based models of achieving sustainable development impact in multiple sectors, including agriculture and food security, climate change, energy, health, education, and water and sanitation.

However, the level of maturity and dynamism of entrepreneurial ecosystems varies across the developing world, as do the key gaps and challenges in these ecosystems. Recent research points to a particularly salient challenge regarding a gap between early stage enterprises and the growing ranks of so-called "impact investors" seeking to identify promising investments in developing countries. A 2014 J.P. Morgan survey identified \$46 billion in impact investments under management, with annual funding commitments estimated to increase by 19 percent in 2014. However, the vast majority of early stage enterprises are not yet at the scale and maturity to attract commercial investment. A recent study showed that out of 400+ Africa-based enterprises, only 32 percent of these businesses were commercially viable and had the potential to scale, with only 13 percent of total enterprises currently operating at scale.

This disconnect between the increase in investment funding available and the lack of investable enterprises has been addressed in Monitor Deloitte's *From Blueprint to Scale* research, which highlights the burden shouldered by enterprises that are pioneering new business models for social change. This research identified four stages through which enterprises typically progress: creating –

⁶ Kauffman Foundation, "Entrepreneurship Policy Digest," September 25, 2014.

⁷ Chiara Criscuolo, Peter Gal, & Carlo Menon, "The Dynamics of Employment Growth: New Evidence from 18 Countries," June 2014 (London School of Economics Centre for Economic Performance Discussion Paper)

 $^{^{8}}$ J.P. Morgan and the Global Impact Investing Network, "Spotlight on the Market," May 2, 2014

⁹ Monitor Deloitte, "From Blueprint to Scale," April 2012.



or "blueprinting" their core idea for a product or service; validating their business model through market trials with customers in the marketplace; preparing the enterprise itself for growth as well as preparing the target customers (e.g. through consumer awareness); and finally, scaling the enterprise to reach large numbers of customers. ¹⁰

The research cites a "pioneer gap" – noting that while many investors are seeking to fund enterprises that have entered the more mature scaling phase, few are willing to invest in earlier stage, higher risk "pioneer" enterprises. This gap has led to a concentration of funding from investors and donors into a limited number of more mature enterprises with proven track records. As a result, less attention is paid to earlier stage enterprises that offer tremendous growth potential, but lack the financial and human resources necessary to refine and test their business models in order to grow and attract private investment. There is growing interest and experience in using philanthropic funding as part of a layered capital approach to help enterprises move through the earlier stages of validating their business models and preparing the market, and to overcome the inherent difficulties of attempting to grow enterprises operating in challenging markets that have substantial gaps. Under PACE, USAID seeks to partner with organizations to test innovations for bridging this gap and helping to accelerate the growth and impact of developing world entrepreneurs.¹¹

Furthermore, while support for individual entrepreneurs is a critical component for driving growth, the development of entire *sectors* and *ecosystems* in which enterprises can thrive is the ultimate goal. Recent research from both Omidyar Network¹² and Monitor Deloitte¹³ examines the systemic and long-term nature of development challenges and the resulting need for initiatives and organizations playing a role in facilitating entire industries and sectors. It is often impossible for any individual enterprise to tackle the infrastructure, market-building, and talent development needs that have in the past been integral to the successful scaling of industries such as microfinance. USAID therefore also seeks partnerships that take on the infrastructure-building and industry facilitation roles that are crucial to creating and sustaining successful entrepreneurship ecosystems.

II. Solicitation

USAID has launched the *Partnering to Accelerate Entrepreneurship* (PACE) initiative to identify and test innovations that accelerate the creation of promising, high growth, and sustainable entrepreneurial ventures across the developing world and foster vibrant entrepreneurial ecosystems. USAID is interested in alliances that develop models to support both traditional enterprises and social enterprises. Through this addendum, USAID seeks to develop new and innovative public-private alliances with the private sector - including businesses, investors, foundations, NGOs, and other stakeholders focused on advancing entrepreneurship - that address the goals outlined above and below.

¹⁰ Ibid

¹¹ Bridging the "Pioneer Gap": The Role of Accelerators in Launching High-Impact Enterprises, Aspen Network for Development Entrepreneurs and Village Capital, 2013.

¹² Matt Bannick and Paula Goldman, "Priming the Pump: The Case for a Sector Based Approach to Impact Investing", Omidyar Network, 2012.

¹³ Harvey Koh, Nidhi Hegde and Ashish Karamchandani, "Beyond the Pioneer: Getting inclusive industries to scale," Monitor Deloitte, April 2014



Proposed alliances may target one or more of these objectives. The specific objective(s) that the alliance will support must be explicitly stated. USAID will prioritize innovative, cost-effective, private-sector driven concepts that include the illustrative types of interventions and activities outlined below. These interventions are illustrative only and are not meant to limit applicant creativity. For summaries of the alliances that were created under the previous PACE solicitation, please see http://www.usaid.gov/pace. Consistent with the terms of the 2014-2015 GDA APS, proposed alliances under this call for concept papers must leverage private sector resources (i.e. direct co-funding or co-resourcing of the program activities by a private sector organization) at a ratio of at least 1:1, and preferably greater. Note that also consistent with terms of the 2014-2015 GDA APS, proposed alliances may also use debt or equity investment as leverage; if this is the case, a 5:1 ratio is required.

Applicants should refer to the GDA APS for more detailed information on the requirements for leverage of private sector resources. Applicants are encouraged to consult with the LAB/GP team as concepts are being developed to ensure that they fit with PACE and that leverage requirements are met.

Objective 1: Stimulate the development of sustainable and scalable models that support the successful incubation of early stage enterprises in developing countries.

Proposed alliances may address areas including but not limited to the following:

- Models that incubate early stage enterprises via incubators, accelerators, or other similar
 organizational structures that provide a means to help entrepreneurs tap the expertise,
 networks, advisory support and financial resources needed to grow and access private
 capital, with a focus on testing and/or scaling innovative models that make such incubation
 services more financially sustainable;
- Ways to cultivate linkages between accelerators/incubators and investors to facilitate the flow of financing towards promising enterprises and align incentive structures between investors and incubators;
- Opportunities to work with investors/impact investors on models which enable these investors to engage promising early stage enterprises directly, build enterprise capacity, and strengthen enterprise readiness to accept commercial investment.

Proposed alliances addressing this issue should clearly articulate how the proposal demonstrates a new or innovative model that is highly effective at "graduating" enterprises that have the ability to secure private capital. Proposed alliances should have a clear and realistic pathway for the concept to be scaled, whether through direct organization scaling or intended replication by third parties. Applicants should identify how the proposed incubation model could be replicated in a cost-effective manner and become financially sustainable.

Objective 2: Catalyze private investment (debt or equity) into early stage enterprises in developing countries.

Proposed alliances may address areas including but not limited to the following:



- Test investment models that blend various forms of capital, including commercial capital, philanthropic capital, program related investments¹⁴, and mission related investments¹⁵ in ways that enable enterprises to grow and become sustainable;
- Leverage donor funds to catalyze or "crowd in" private capital to invest in entrepreneurial ventures in the developing world
- Incentivize investors and investor communities to focus on channeling private capital to earlier stage enterprises not currently serviced by impact or angel investors.

Proposed alliances addressing this issue should clearly articulate why grant resources are necessary, and how USAID resources will be used to leverage private capital. Proposed alliances should articulate a distinct model for blending capital sources and show how the model can be replicated or adapted by others. Proposed alliances should be prepared to justify, measure, and evaluate the effectiveness of their proposed solutions with varying ratios of subsidized-to-private capital, and to demonstrate how USAID funds would be utilized to catalyze private investment.

Objective 3: Foster the development of entrepreneurial ecosystems in specific sectors, industries, or geographies by addressing ecosystem gaps and/or building supportive elements of the ecosystem.

USAID is open to collaborating with a wide range of partners to build markets in which entrepreneurial enterprises can thrive.

Proposed alliances may address areas including but not limited to the following:

- Address an identified gap in an entrepreneurial ecosystem, such as a need to develop human capital, access to finance, or access to advisory services, mentors, networks, infrastructure, etc.;
- Help build the ecosystem in a specific sector and encourage entrepreneurial growth by addressing one or several key sector gaps or needs that can be difficult to address at a firm level, such as policy issues, consumer education, or gaps in supply or distribution chains.

Geographic and Sectoral Scope

Partnership proposals should focus on countries where USAID is currently present (i.e. countries in which USAID conducts programs). For a full list of USAID presence countries, please see http://www.usaid.gov/where-we-work

Under PACE, single-country or multi-country alliance proposals will be considered; however, USAID will demonstrate a preference for proposals that can identify, test, and accelerate innovations with potential applicability and scalability in other markets, sectors, or geographies.

In addition, USAID is open to proposals that are both sector-specific (e.g. clean energy, agriculture) or broad-based and multi-sectoral. Proposals from across all sectors will be considered. <u>USAID is, however, particularly interested in partnership proposals which address USAID Presidential Initiatives and specific priority areas of the U.S. Global Development Lab. See Appendix B for more information on these priorities.</u>

https://www.missioninvestors.org/mission-investing

¹⁴ http://www.irs.gov/Charities-&-Non-Profits/Private-Foundations/Program-Related-Investments



USAID Learning Agenda

A key PACE objective is to demonstrate new innovations and models that can be replicated to accelerate entrepreneurship throughout the developing world. As such, USAID will support a research and learning agenda that seeks to extract lessons learned from the portfolio of funded alliances and will share these with a range of stakeholders focused on advancing entrepreneurship. Proposed alliance partners must be open to sharing key learnings as a public good.

Specifically, USAID will be partnering with research organizations around a set of research questions, including:

- What incubation methods are most effective at generating enterprise growth and investment in various contexts?
- What incubation methods are most cost-effective in driving investment into early-stage enterprises?
- How can incentives between enterprises, incubators, private, and philanthropic capital best be aligned?
- What sorts of blended investment models are most successful in allowing private capital to reach earlier-stage and higher-risk enterprises?

All applicants will be expected to work closely with researchers to provide data and facilitate analysis that will help answer these questions. The specific roles and responsibilities of data collection will be determined on a case-by-case basis, but applicants should express a willingness to devote time to working with researchers on these questions.

III. Evaluation Criteria

Proposed alliances will be evaluated based on the criteria set forth in the GDA APS (Section VI: Concept Paper Evaluation Criteria). In the context of the PACE initiative, and in alignment with the GDA APS criteria, USAID is particularly interested in concept papers that demonstrate strong potential in the following specific areas:

- Innovation: USAID will prioritize partnership ideas that clearly demonstrate an innovation in addressing a gap in current entrepreneurial ecosystems. Applicants should identify the aspect(s) of their proposed methodology that differentiate it from existing models, including explicitly identifying how the applicant's work compares to and is distinct from other organizations working towards similar goals and/or employing similar methodologies.
- Impact: USAID will prioritize alliances that will result in cost-effective positive social or
 environmental impact at the individual level (jobs created, delivery of social/environmental
 benefits to end-users, etc.). Applicants should clarify how their innovation will lead to
 significantly improved development results compared to existing methodologies or
 programs.
- Replicability and Sustainability: USAID seeks to identify incubation and investment approaches which if proven to result in impact and are cost-effective could be scaled and replicated in multiple geographic, industry, or sector contexts. USAID will prioritize investments in approaches that clearly demonstrate how the approaches are replicable and are, or will become, financially sustainable;



- Leverage: USAID will prioritize partnerships that significantly leverage USAID involvement and resources to catalyze involvement and resource contributions from private sector partner organizations. USAID funding should be "catalytic," enabling participation and investment from external partners and investors in the alliance that may have otherwise not been possible without USAID's role and presence. As required by the GDA APS, and laid out in Section II of the Concept Paper Template, (which is also included for reference in Appendix A of this Addendum), the proposed leverage should be clearly documented in letters of support, intent, or commitment from the applicant's core private sector partners.
- Monitoring, Evaluation, and Learning: USAID prioritizes working with partners that focus
 on gathering robust data as part of their program design and implementation in order to
 inform ongoing monitoring, evaluation, and learning. Preference will be given to
 partnership proposals that commit to sharing lessons learned, propose needed metrics, and
 promote data gathering with the wider development, entrepreneurship, and impact investing
 communities, as outlined in the "USAID Learning Agenda" section above.

Proposed alliances should be consistent with USAID legal and policy restrictions including those set forth in USAID's Automated Directives System (ADS) and in the Foreign Assistance Act of 1961.

IV. Application Instructions and Review Process

USAID/LAB/GP will be responsible for proposal review and award management. Applicants are required to submit short concept papers not to exceed 5 pages to USAID/LAB/GP through Alicia Clark (aclark@usaid.gov). Applicants should use the Concept Paper Template provided in the 2014-2015 **GDA** APS (available http://www.usaid.gov/work-usaid/get-grant-orcontract/opportunities-funding/global-development-alliance-annual-program-0), which is also included here as Appendix A. After review by LAB/GP and relevant USAID staff based on the geography and sector of the proposed alliance, applicants will receive instructions from LAB/GP on whether to proceed with a full application. Concept papers must be submitted by 12:00 PM (noon) Eastern Standard Time, February 27th, 2015 in order to be considered. Concept papers will be evaluated after the closing date for this Addendum, and will NOT be evaluated on a rolling basis. It is expected that applicants will receive feedback on the status of their concept paper by May 1, 2015^{17} .

For information regarding guidelines and procedures for submitting a concept paper, please refer to USAID's GDA APS that can be found at the following website: http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/global-development-alliance-annual-program. Additional information on APS resources can be found at http://www.usaid.gov/work-usaid/get-grant-or-contract/opportunities-funding/global-development-alliance-annual-program-0. Additional

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¹⁶ When completing **Section H**: **Monitoring, Evaluation and Learning Approach** of the Concept Paper Template, applicants should include a description of the applicant's willingness to and experience with engaging with researchers (as outlined in Section II of this Addendum).

¹⁷ Applicants under the GDA APS typically receive initial feedback from USAID within 45 days of submitting a concept paper. However, given the extensive interest in PACE, and the anticipated number of applicants, USAID will need at least 60 days to conduct an initial review and formulate initial feedback. Applicants should receive initial feedback by May 1st, and should refrain from seeking feedback until contacted by USAID. Thank you for your patience and understanding.



information regarding the PACE initiative, including descriptions of current PACE grantees, please see http://www.usaid.gov/pace.

LAB/GP encourages applicants to become familiar with activities at the relevant USAID Missions or with USAID technical bureau staff in countries and sectors where activities are proposed prior to submitting a concept paper. USAID further encourages applicants to consult with LAB/GP staff, as these personnel can discuss the extent to which a proposed idea is appropriate and aligns with USAID goals. Within LAB/GP the contact person is Robert Schneider (roschneider@usaid.gov).



Appendix A: 2014 GDA APS Concept Paper Template – Required Format and Materials

I. CONCEPT PAPER

Concept papers must not exceed 5 pages and must use standard margins and 12pt Times New Roman font.¹⁸ The following format must be used:

A. Title of Proposed Alliance (1 sentence)

B. Overall Objective of Alliance (2-3 sentences)

C. Amount of Funding (if any) Requested from USAID

D. Value of Private Sector Resource Contributions

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E. Description of Proposed Alliance (approx. 3-4 pages)

Clearly identify and describe the development problem or challenge to be addressed and provide a thorough description of:

- 1. the alliance's objectives;
- 2. the proposed approach and activities, including an implementation timeline;
- 3. the anticipated outputs, outcomes, results and impact;
- 4. the roles and responsibilities of the core partners. This must include a description of the private sector partner's resource contributions and how those resource contributions will support specific alliance activities and contribute to particular outputs, outcomes, results and intended impacts;
- 5. how the outcomes and results, as well as any activities that need to continue beyond the duration of a USAID award, will be sustainable without continued USAID funding or involvement after the award ends:
- 6. how the proposed alliance will clearly and significantly contribute to achieving a USAID Mission, Bureau or Independent Office's specific strategic objectives or priorities¹⁹; and
- 7. how the collaboration with the private sector will increase the reach, efficiency, effectiveness or sustainable impact of USAID's development assistance.

¹⁸ Questions regarding this template can be directed to <u>gda@usaid.gov</u> or Ken Lee at <u>kenlee@usaid.gov</u>.

¹⁹ See http://www.usaid.gov/where-we-work for more information on USAID's core strategies, priorities and initiatives.



F. Private Sector Engagement (1 paragraph)

Description of how the private sector was consulted and engaged in the identification and definition of the targeted problems and challenges and the development of the alliance proposed in the concept paper, including contact information for the core private sector partner(s) involved in the alliance.

G. USAID Engagement (1 paragraph)

Description of how USAID was consulted and engaged in the development of the alliance concept, including the name(s) of the personnel the applicant consulted at the USAID Mission, Bureau or Independent Office with which the applicant seeks to collaborate and from which the applicant is seeking funding or support.

H. Monitoring and Evaluation Approach (1-2 paragraphs)

Brief description of the monitoring and evaluation approach to be used, including how success will be defined, the availability of baseline data, the use of control groups, or the definition and development of comparison groups and counterfactuals.

II. SUPPORTING INFORMATION (Items A, B and C must not exceed 6 pages in total)

A. Proposed Estimated Cost and Cost Breakdown (1 page maximum)

This should include proposed budget and projections.

B. Letter(s) of Support, Intent or Commitment from Core Private Sector Partner(s) (4 letters maximum; any letter must not exceed two pages)

Applicant must submit letters of support, intent, or commitment from the core private sector partner(s) to the alliance. Each letter should demonstrate the applicant's collaboration with the private sector partner in developing the proposed alliance ideas. The letter should identify the interests the private sector partner has in the alliance, the objectives and results the private sector partner seeks to achieve through the alliance, the role and responsibilities the private sector partner anticipates having in the alliance, and the resources and contributions the private sector anticipates providing to the alliance. ²⁰

C. Contact Information for All Proposed Partners (1 page maximum)

Contact information for all proposed partners, including name, title, email and phone numbers and a brief description of each prospective partner's previous work and experience, including but not limited to experience working in public private partnerships. This includes the applicant's previous work and experience.

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²⁰ Note: USAID recognizes that the private sector partner's intended roles and resource contributions may and often do evolve in light of additional alliance development discussions with USAID. The letter is meant to demonstrate the private sector partner's substantive engagement, genuine interest and initial intentions.



D. Resource Contributions Table (See below; does not count toward the 6 page total)

Using the Resource Contributions Table below, list the projected resources to be contributed by each of the partners to the alliance. Please list any and all private sector partners first, followed by other types of partners. Please note that only the resources provided by entities defined as "Private Sector" under the GDA APS are potentially eligible to be counted toward the private sector resource requirement.

PARTNER RESOURCE CONTRIBUTIONS TO THE ALLIANCE

Use this table to list and briefly describe the projected resources to be contributed by each of the partners to the alliance. Please list business contributions first, foundation contributions second, then any other private sector partner contributions. Contributions from other types of partners should be listed after the private sector contributions have been listed. Please note that only the resources provided by entities defined as "Private Sector" under the GDA APS are potentially eligible to be counted toward the private sector resource requirement. ²¹

Partner Name	Partner Type	Cash Contribution	In-Kind Contribution	Total	Description / Comment
Full name of partner	Business, Foundation, NGO ²² , Higher Education or Research Institution ²³ , Public Sector ²⁴ , Other	In US\$	In US\$	Total of previous two columns	Brief comments on nature, purpose of private sector contributions
Example: Company X	Business	US\$ 1,000,000	100,000	1,100,000	Cash contribution to fund alliance rollout in Kenya 100k in-kind in staff time and donated technology

²¹ Private Sector is limited to: for-profit entities such as a business, corporation, or private firm; private equity or private financial institutions, including private investment firms, mutual funds, or insurance companies; private investors (individuals or groups); private business or industry associations, including but not limited to chambers of commerce and related types of entities; private grant-making foundations or philanthropic entities (including corporate foundations), or private individuals and philanthropists. Alliances developed under this GDA APS must involve one or more of these private sector entities.

This includes non-governmental organizations, faith-based organizations, and associations not included under the GDA APS definition of "private sector."

Universities, Colleges, Community Colleges, Research Institutes, etc.

This includes bilateral donors; regional and multilateral organizations (but separating out USG contributions); hostcountry governments; and any other organization that is part of the public sector but not included in the categories above.



Appendix B:

U.S. Global Development Lab Priority Areas and USAID Presidential Initiatives

As noted previously, USAID will consider applicants addressing any development sector and working in any USAID presence country. However, USAID is particularly interested in solutions that directly address or could be applied to the priorities of the U.S. Global Development Lab and USAID Presidential Initiatives:

U.S. Global Development Lab

The U.S. Global Development Lab is a new entity within USAID that seeks to increase the application of science, technology, innovation and partnerships to achieve, sustain and extend the Agency's development impact to help hundreds of millions of people lift themselves out of extreme poverty. The Lab will initially focus on a core set of issues, including:

- Urban sanitation (see http://www.usaid.gov/urban-sanitation)
- Electronic payments
- Climate-resilient maize
- Real-time data

For more information on the U.S. Global Development Lab, see http://www.usaid.gov/GlobalDevLab/

USAID Presidential and Priority Initiatives

Feed the Future

http://www.feedthefuture.gov/.

Global Health and Maternal and Child Health

http://www.ghi.gov/.

 $\underline{\text{http://www.usaid.gov/news-information/fact-sheets/acting-call-ending-preventable-maternal-and-child-deaths-aug-2014}$

Power Africa

http://www.usaid.gov/powerafrica.

U.S. Global Climate Change Initiative

http://www.usaid.gov/climate/us-global-climate-change-initiative.